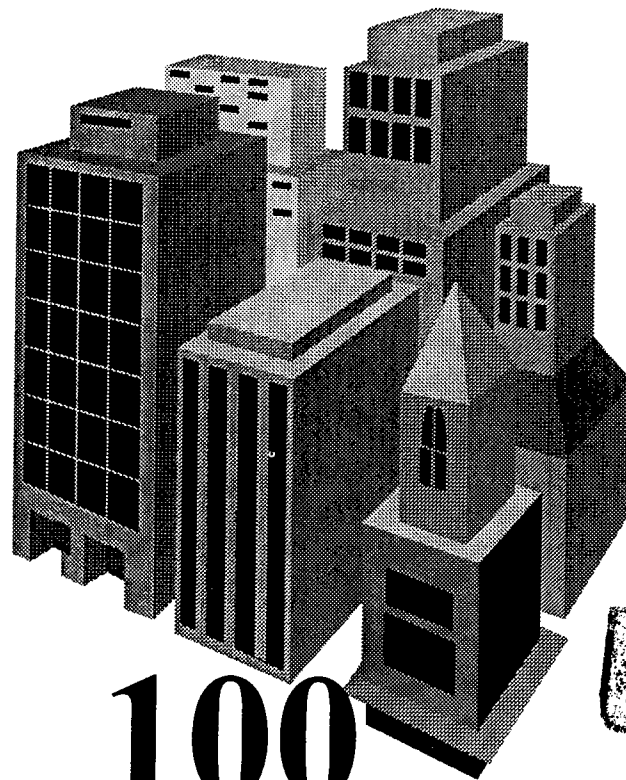


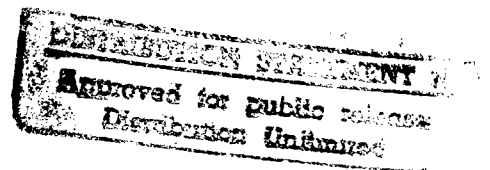
100 COMPANIES

RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS

Fiscal Year 1997



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*Department of Defense
Washington Headquarters Services
Directorate for Information
Operations and Reports*

For sale by the Superintendent of Documents
U.S. Government Printing Office
Washington, DC 20402-9371
Telephone: (202) 512-1800

DTIC and NTIS identification number for this publication is DIOR/P01-97

FOREWORD

100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards is published annually. This report contains summary data on the 100 companies, including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during fiscal year 1997.

IMPORTANT - PLEASE NOTE:

This is the last printed edition of the ***100 Companies Receiving the Largest Volume of Prime Contract Awards*** publication. In accordance with the November 1997 Defense Reform Initiative to move to paper-free business operations, future editions of this publication will only be available through the Internet. All tables of the publication will be posted on the DIOR web site on an annual basis and available for "print on demand" by the users. The DIOR web site address for locating this publication is: <http://web1.whs.osd.mil/diorcat.htm>.

TABLE OF CONTENTS

Introduction.....	1
Notes on Coverage	1
Highlights.....	2
Exhibit A	2
Changes in the Top 100 Companies, FY 1996 to FY 1997	3
Exhibit B	3
Primary Procurement Categories of the Top 100 Companies	4
Exhibit C	4
Top 10 Companies	5
Exhibit D	5
Exhibit E	6
Table 1. Index of 100 Parent Companies Which Received the Largest Dollar Volume of Prime Contract Awards.....	9
Table 2. 100 Companies and Their Subsidiaries Listed According to Net Value of Prime Contract Awards	11
Table 3. 100 Companies Listed According to Net Value of Prime Contract Awards and Category of Procurement.....	27
Table 4. 50 Companies Listed According to Net Value of Prime Contract Awards, Reporting Component, and Category of Procurement.....	29

INTRODUCTION

This report presents summary data on the 100 companies, and their subsidiaries, receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1997. Table 1, page 9, lists the 100 companies in alphabetical order and gives their associated rank. Table 2, page 11, identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases, the parent company receives no awards itself, but appears on the list because of its subsidiaries. Table 2 also shows what percentage of the total awards each company's awards represent, as well as the cumulative percentage represented by all companies.

Table 3, page 27, lists the top 100 companies DoD-wide in rank order and breaks the totals into three categories of procurement: Research, Development, Test, and Evaluation (RDT&E); Other Services and Construction; and Supplies and Equipment. Table 4, page 29, lists the top 50 companies for each of the Reporting Components in rank order, and by category of procurement.

Information from this publication can be found on the World Wide Web under <http://web1.whs.osd.mil/peidhome/procstat/top100/top100.htm>.

NOTES ON COVERAGE

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g., the value of a terminated contract, or other downward adjustment to a contract, is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government Agencies and financed with DoD funds or contracts awarded in foreign nations through their respective governments.

HIGHLIGHTS

DoD prime contract awards over \$25,000 totaled \$116.7 billion during FY 1997, \$2.9 billion less than in FY 1996. The 100 firms, and their subsidiaries, receiving the largest amount of DoD contracts in FY 1997 received \$67.9 billion, or 58.2 percent of all awards, primarily for aircraft, missile/space systems, ships, and electronics and communications equipment. In FY 1996, the top 100 companies received \$69.9 billion, which represented 58.4 percent of all awards.

Exhibit A below, shows that the first five companies received 26.3 percent of the total received by all companies in FY 1997, compared with 25.8 percent during FY 1996. The company ranked as number one during FY 1997, Lockheed Martin Corporation was also ranked as number one in FY 1996, with awards of \$11.6 billion during FY 1997, compared with a total of \$12.0 billion during FY 1996. The smallest total amount received by a company in the FY 1997 Table 2 was \$124.9 million, compared to \$117.5 million in FY 1996.

Exhibit A

Company Position	Percent of Total			
	FY 1997	FY 1996	FY 1995	FY 1994
1	10.0	10.0	8.9	7.8
2	8.3	8.3	6.8	5.5
3	3.0	2.7	3.2	4.4
4	2.6	2.5	2.5	2.7
5	2.5	2.2	2.5	2.6
Total 1-5	26.3	25.8	23.9	23.0
6-10	8.0	8.2	8.9	10.7
11-25	8.9	9.8	10.9	11.8
Total 1-25	43.2	43.9	43.7	45.4
26-50	7.2	7.2	7.8	8.9
51-75	4.6	4.4	4.4	4.7
76-100	3.2	2.9	3.0	2.9
Total 1-100	58.2	58.4	58.9	61.9

Changes in the Top 100 Companies, FY 1996 to FY 1997

As shown in Exhibit B below, 23 companies which did not appear on the list in FY 1996 are among the top 100 companies in FY 1997. The companies that made the FY 1996 list but did not appear on the FY 1997 list are also shown in Exhibit B. Companies are considered as appearing on the list in both fiscal years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company, or the newly constituted company itself, made the list as a component of a company in the top 100 in the prior year.

Exhibit B

Companies Listed in FY 1997 But not in FY 1996	Companies Listed in FY 1996 But not in FY 1997
American Automar Inc.	Aetna Services Inc.
BTG Inc.	Arinc Incorporated
Chevron Corporation	Battelle Memorial Industries
Electronic Data Systems Corporation	Coastal Corporation, The
Federal Republic of Germany	CSX Corporation
FMC Corporation	Cubic Corporation
Foundation Health Systems Inc.	Eni SPA
Government Technology Services Inc.	ESCO Electronics Corporation
Gulfstream Aerospace Corporation	Foster Wheeler Corp.
Hensel Phelps Construction Co.	Hewlett-Packard Co.
Maersk Inc.	Hunt Building Corp.
Mantech International Corporation	Intermarine USA
Primex Technologies Inc.	International Technology Corp.
Rockwell International Corporation	Jacobs Engineering Group Inc.
Shell Oil Company	McDonnell Douglas Corp.
Soltek of San Diego	Mesc Holdings Inc.
Southwest Marine Inc.	NV Kon. Nederlandse Petroleum
Ssangyong (U.S.A.) Inc.	Sequa Corporation
Texas Instruments/Martin Marietta	T I/Martin Javelin Joint Venture
Thiokol Corporation	Mortenson M A Companies
Triwest Healthcare Alliance Co.	Tower Air Inc.
Vanstar Corporation	UNC Incorporated
VSE Corporation	

Eight of the 23 companies listed in FY 1997, but not in FY 1996, were included in the top 200 for FY 1996. Also, 11 of the 22 listed in FY 1996, but not in FY 1997, remain in the top 200.

Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, in Exhibit C below, each company has been assigned to the procurement category that accounts for its largest dollar volume of DoD awards; for example, General Electric Company is a multi-industry company, producing electronic and communications equipment as well as industrial and consumer products. For the purposes of this exhibit, it has been assigned to "Aircraft," the procurement category accounting for its largest dollar volume of DoD contract awards.

Exhibit C

Procurement Category	Number of Companies		
	FY 1997	FY 1996	Change
Aircraft	11	13	-2
Missiles	9	12	-3
Ships	9	8	+1
Tank-Automotive	6	6	0
Weapons	1	0	+1
Ammunition	4	2	+2
Electronics	14	12	+2
Petroleum	6	6	0
Subsistence	2	2	0
Construction	6	7	-1
Services	25	28	-3
All Other	7	4	+3

Top 10 Companies

The FY 1997 top 10 companies are listed in Exhibit D below by rank, along with their FY 1996 rank and the dollar value of the awards received in both FY 1997 and FY 1996. Exhibit E, page 6, describes the major products of these 10 companies.

Exhibit D

Rank		Company Name	Awards (in Billions)	
1997	1996		1997	1996
1	1	Lockheed Martin Corporation	11.6	12.0
2	8	Boeing Company, The *	9.6	1.7
3	6	Northrop Grumman Corporation	3.5	2.6
4	5	General Dynamics Corporation	3.0	2.7
5	4	Raytheon Corporation	2.9	3.0
6	3	General Motors Corporation	2.8	3.2
7	7	United Technologies Corporation	1.8	2.6
8	10	General Electric Company	1.7	1.5
9	9	Litton Industries Incorporated	1.6	1.7
10	13	Textron Incorporated	1.4	1.2

* McDonnell Douglas Corporation, ranked second in FY 1996 with awards of 9.9 billion, was acquired by The Boeing Company during FY 1997.

Exhibit E

COMPANY

MAJOR PRODUCTS

- | | |
|---------------------------------|---|
| 1. Lockheed Martin Corporation | Advanced Tactical Fighter, C-130 HERCULES, F-16 FALCON, TITAN IV Launch Vehicle Program, UGM-96 TRIDENT, MILSTAR Communications, Destroyer DDG-51, THAAD-Theater High Altitude Air Defense, CG-47 AEGIS, Patriot Missile Systems, C-10 Cargo Transport, and Multi-Launch Missile Systems. |
| 2. Boeing Company, The | F-18 HORNET, C-17 Cargo Transport, F-15 EAGLE, E-3A Electronics, B-1 Bomber, T-45 GOSHAWK, Ballistic Missile Defense Systems, KC-135 STRATOLIFTER, NAVSTAR Electronics, PEACEKEEPER Missiles, LGM-30 MINUTEMAN Missiles, C-9 SKYTRAIN II, and AGM-84 HARPOON Missiles. |
| 3. Northrop Grumman Corporation | AN/FSD JOINT STARS, B-2 STEALTH, EA-6B PROWLER, E-2 HAWKEYE, F-15 EAGLE, F-14 TOMCAT, UGM-96 TRIDENT, AN/ALQ-135 and AN/TPQ-36 Electronics, BQM-74 Missiles, F-16 FALCON, PEACEKEEPER Missiles, CASS Electronics, A-6 INTRUDER, F-18 HORNET, E-3A Electronics, and B-1 Bomber. |
| 4. General Dynamics Corporation | Destroyer DDG-51, Submarine SSN-21, ABRAMS SERIES (M1/M1A1/M1A2), Submarine Nuclear-SSN, TRIDENT, Submarine FBN-SSBN, LVTP-7, UGM-96 TRIDENT, and BRADLEY Infantry Fighting Vehicle Components. |
| 5. Raytheon Company | Patriot Missile Systems, MIM-23 HAWK, CG-47 AEGIS, AMRAAM, Ballistic Missile Defense Systems, RF-4C Reconnaissance Aircraft, T-34 MENTOR, AN/ALE-50 Electronics, GBR-Ground Based Radar, and P-3 ORION. |

Exhibit E (Concluded)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
6. General Motors Corporation	AMRAAM, PEACE SHIELD Program, STINGER (RMP) Man-portable SAM, Ballistic Missile Defense Systems, BGM-109 TOMAHAWK, MK15 Close-in Weapon System, RIM 7-H-2 NATO SEA SPARROW, F-16 FALCON, F-18 HORNET, AGM-65 MAVERICK, F-4 PHANTOM II, MK46 TORPEDO, C-130 HERCULES, ABRAMS SERIES (M1/M1A1/M1A2), and CH-53 SEA STALLION.
7. United Technologies Corporation	F-100 Fighter Aircraft, BLACKHAWK (UH-60) UTTAS, Advanced Tactical Fighter Aircraft, C-17 Cargo Transport, CH-53 SEA STALLION, F-18 HORNET, JAST/JSF Aircraft, F-101 Fighter Aircraft, VH-3D Executive Helicopter, TF-33 SHOOTING STAR, LGM-30 MINUTEMAN, UH-1 IROQUOIS, SH-3D SEA KING, and AH-1J SEA COBRA.
8. General Electric Company	F-18 HORNET, F-100 Fighter Aircraft, BLACKHAWK (UH-60) UTTAS, F-110 and F-101 Fighter Aircraft, T-58 Aircraft Engines, JAST/JSF Aircraft, B-2 STEALTH, TF-39 Aircraft, and AN/FSD JOINT STARS.
9. Litton Industries Inc.	Destroyer DDG-51, CG-47 AEGIS, F-16 FALCON, Ballistic Missile Defense Systems, C-130 HERCULES, F-18 HORNET, Nuclear Aircraft Carrier, AN/ARC-159 Electronics, P-3 ORION, Third Generation Night Vision Systems, ASMS (Advanced Strategic Missile Systems), and GEODSS Electronics.
10. Textron Incorporated	V-22 Vertical Lift Aircraft, OH-58 KIOWA (AHIP), Landing Craft Air Cushion (LCAC), C-12 Cargo Transport, Wide Area Munitions (WAM), UH-1 IROQUOIS, F-18 HORNET, Ballistic Missile Defense Systems, and F-100 Fighter Aircraft.

TABLE 1
INDEX OF 100 PARENT COMPANIES WHICH
RECEIVED THE LARGEST DOLLAR VOLUME OF
PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	PARENT COMPANY	R A N K	PARENT COMPANY
41	AEROSPACE CORPORATION, THE	86	KUWAIT PETROLEUM CORPORATION
91	ALLEGHENY TELEDYNE INCORPORATE	9	LITTON INDUSTRIES, INC
30	ALLIANT TECHSYSTEMS INC	1	LOCKHEED MARTIN CORPORATION
23	ALLIEDSIGNAL INC	35	LOGICON INC
81	AMERICAN AUTOMAR, INC	34	Longbow LLC
67	AT&T CORP	61	MAERSK, INC
51	ATLANTIC RICHFIELD COMPANY INC	70	MANTECH INTERNATIONAL CORPORAT
19	AVONDALE INDUSTRIES INC	32	MASSACHUSETTS INSTITUTE OF TEC
29	BDM INTERNATIONAL INC	60	MCI COMMUNICATIONS CORPORATION
50	BECHTEL GROUP, INC	100	MCKESSON CORPORATION (DELAWARE
99	BELL ATLANTIC CORPORATION	40	MITRE CORPORATION, THE
98	BERGEN BRUNSWIG CORPORATION	39	MOTOROLA, INC
2	BOEING COMPANY, THE INC	46	NASSCO HOLDINGS INC
78	BOEING SIKORSKY COMANCHE TEAM	16	NEWPORT NEWS SHIPBUILDING INC
54	BOOZ ALLEN & HAMILTON INC	52	NICHOLS RESEARCH CORPORATION
92	BTG, INC.	3	NORTHROP GRUMMAN CORPORATION
15	CBS CORPORATION	42	OHM CORPORATION
48	CHEVRON CORPORATION	82	OLIN CORPORATION
75	CHRYSLER CORPORATION	66	OSHKOSH TRUCK CORPORATION
73	CLARK ENTERPRISES, INC	88	PHILIP MORRIS COMPANIES INC
17	COMPUTER SCIENCES CORPORATION	58	PHILIPP HOLZMANN AKTIENGESSELLS
74	DRAPER, CHARLES STARK LABORATO	96	PRIMEX TECHNOLOGIES, INC
25	DYNACORP	56	PROCTER & GAMBLE COMPANY, THE
33	ELECTRONIC DATA SYSTEMS CORPOR	5	RAYTHEON COMPANY INC
24	EXXON CORPORATION	38	RENCO GROUP, THE INC
45	FEDERAL EXPRESS CORPORATION	28	ROCKWELL INTERNATIONAL CORPORA
71	FEDERAL PRISON INDUSTRIES, INC	57	ROLLS-ROYCE PLC
95	FEDERAL REPUBLIC OF GERMANY	11	SCIENCE APPLICATIONS INTERNATI
37	FMC CORPORATION	43	SHELL OIL COMPANY
18	FOUNDATION HEALTH SYSTEMS INC	87	SOLTEK OF SAN DIEGO
89	GENCORP INC.	85	SOUTHWEST MARINE INC
4	GENERAL DYNAMICS CORPORATION	84	SSANGYONG (U.S.A.), INC.
8	GENERAL ELECTRIC COMPANY INC	27	STANDARD MISSILE COMPANY, LLC
6	GENERAL MOTORS CORPORATION	49	STEWART & STEVENSON SERVICES,
68	GOVERNMENT OF CANADA	36	SVERDRUP CORPORATION, THE
77	GOVERNMENT TECHNOLOGY SERVICES	26	TEXAS INSTRUMENTS INCORPORATED
12	GTE CORPORATION	62	TEXAS INSTRUMENTS/MARTIN MARIE
94	GULFSTREAM AEROSPACE CORPORATI	10	TEXTRON INC
44	HALLIBURTON COMPANY (INC)	53	THE GENERAL ELECTRIC CO. PLC
63	HARRIS CORPORATION	83	THIokol CORPORATION
69	HENSEL PHELPS CONSTRUCTION CO	22	TRACOR, INC
59	HIGHMARK, INC	64	TRIWEST HEALTHCARE ALLIANCE CO
72	HONEYWELL INC	14	TRW INC
20	HUMANA INC	65	UNISYS CORPORATION
79	INTERNATIONAL BUSINESS MACHINE	21	UNITED DEFENSE, LP
97	INTERNATIONAL SHIPHOLDING CORP	31	UNITED STATES DEPT ENERGY
13	ITT INDUSTRIES, INC	7	UNITED TECHNOLOGIES CORPORATIO
76	JOHNS HOPKINS UNIVERSITY INC	80	VANSTAR CORPORATION
47	JOHNSON CONTROLS, INC	93	VSE CORPORATION
90	KAMAN CORPORATION	55	WORLD CORP, INC

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TABLE 2
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
	T O T A L	116,680,480	100.00	100.00
	TOTAL, 100 COMPANIES/SUBSIDIARIES	67,892,439	58.18	58.18
1	LOCKHEED MARTIN CORPORATION	6,442,361		
	KAPL INC	150,308		
	LC ACQUIRING CORP	23,227		
	LOCKHEED AERONAUTICAL SYSTEMS	2,194		
	LOCKHEED AIRCRAFT SERVICE-INT	102		
	LOCKHEED COMMERCIAL SPACE CO.	169,741		
	LOCKHEED ENGINEERING & SCIENC	9,435		
	LOCKHEED MARTIN AERONAUTICAL	1,518,684		
	LOCKHEED MARTIN AEROPARTS INC	3,055		
	LOCKHEED MARTIN AIRCRAFT CENT	187,519		
	LOCKHEED MARTIN ELECTRO OPTIC	26,507		
	LOCKHEED MARTIN FEDERAL SYSTE	726,871		
	LOCKHEED MARTIN HYCOR, INC	2,547		
	LOCKHEED MARTIN IMS CORPORATI	6,753		
	LOCKHEED MARTIN LIBRASCOPE CO	27,144		
	LOCKHEED MARTIN LOGISTICS MAN	15,849		
	LOCKHEED MARTIN MICROVAVE INC	5,745		
	LOCKHEED MARTIN SERVICES GROU	145,440		
	LOCKHEED MARTIN TACTICAL SYST	170,038		
	LOCKHEED MARTIN TECHNICAL OPE	48,090		
	LOCKHEED MARTIN VOUGHT SYSTEM	558,657		
	LOCKHEED MISSILES & SPACE COM	1,445,050		
	LOCKHEED SPACE OPERATIONS COM	2,871		
	LORAL SONAR SYSTEMS CORP	62,583		
	LORAL/ROLM MIL-SPEC CORPORATI	3,109		
	MARTIN MARIETTA TECHNICAL SER	359		
	MOUNTAINGATE DATA SYSTEMS, IN	85		
	RAMAC SERVICES CORPORATION	2,488		
	RANDTRON SYSTEMS, INC	6,224		
	SANDERS ASSOCIATES INTERNATIO	375		
	TOTAL	11,637,526	9.97	9.97
2	BOEING COMPANY, THE INC	1,796,952		
	ARGOSYSTEMS, INC	183		
	BOEING AEROSPACE OPERATIONS I	90,305		
	BOEING DEFENSE & SPACE-IRVING	5,131		
	BOEING INFORMATION SERVICES,	2,984		
	BOEING NORTH AMERICAN, INC	1,299,210		
	BOEING PRECISION GEAR INC	1,452		
	MCDONNELL DOUGLAS CORPORATION	6,443,135		
	MCDONNELL DOUGLAS TRNING SYS	5,504		
	TOTAL	9,644,855	8.26	18.23
3	NORTHROP GRUMMAN CORPORATION	3,210,949		
	GRUMMAN FIELD SUPPORT SERVICE	118,108		
	GRUMMAN SYSTEMS SUPPORT CORP	35		
	NORTHROP GRUMMAN NORDEN SYSTE	26,461		
	NORTHROP GRUMMAN TECHNICAL SE	82,068		
	REMOTEC INC	3,448		
	XETRON CORPORATION	34,683		
	TOTAL	3,475,752	2.97	21.21

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TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
4	GENERAL DYNAMICS CORPORATION AMERICAN OVERSEAS MARINE CORP BATH IRON WORKS CORPORATION ELECTRIC BOAT CORPORATION GENERAL DYNAMICS LAND SYSTEMS GENERAL DYNAMICS ORDNANCE SYS TOTAL	164,157 142,098 721,013 1,157,024 685,600 142,126 3,012,018	2.58	23.80
5	RAYTHEON COMPANY INC AMBER ENGINEERING, INC RAYTHEON AIRCRAFT CORPORATION RAYTHEON E-SYSTEMS, INC RAYTHEON ELECTRONIC SYSTEMS, RAYTHEON ENGINEERS & CONSTRU RAYTHEON INFRASTRUCTURE SERVI RAYTHEON MIDDLE EAST SYSTEMS RAYTHEON SYSTEMS DEVELOPMENT RAYTHEON SYSTEMS INTERNATIONAL RAYTHEON TI SYSTEMS INC RAYTHEON UNITED KINGDOM LTD. TOTAL	1,531,754 2,034 228,240 502,991 38,799 498,523 104 5,995 2,590 38,066 134 14,007 2,863,236	2.45	26.25
6	GENERAL MOTORS CORPORATION ADAM OPEL AG GENERAL MOTORS OF CANADA LIM HUGHES ELECTRONICS CORPORATIO PACKARD-HUGHES INTERCONNECT C SATURN CORPORATION TOTAL	55,343 50 719 2,771,600 2,182 50 2,829,943	2.42	28.67
7	UNITED TECHNOLOGIES CORPORATIO ARDCO, INC CARRIER CORPORATION INTERNATIONAL FUEL CELLS CORP PRATT & WHITNEY CANADA INC SIKORSKY AIRCRAFT CORPORATION SIKORSKY SUPPORT SERVICES INC UNITED TECHNOLOGIES OPTICAL S UNITED TECHNOLOGY HOLDINGS BV USBI CO, INCORPORATED WATERJET SYSTEMS, INC TOTAL	1,267,493 31 1,644 1,240 180 501,978 29,603 944 2,487 965 3,732 1,810,297	1.55	30.23

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TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
8	GENERAL ELECTRIC COMPANY INC ELANO CORPORATION G E AMERICAN COMMUNICATIONS I GENERAL ELECTRIC CAPITAL SERV GENERAL ELECTRIC CGR EUROPE GENERAL ELECTRIC INTERNATIONAL GENERAL ELECTRIC-DEUTSCHLAND GREENWICH AIR SERVICES INC NATIONAL BROADCASTING COMPANY REUTER-STOKES INC DEL ROPER CORPORATION YOKOGAWA MEDICAL SYSTEMS LTD. TOTAL	1,323,493 146 13,253 32,043 81 191 394 307,164 182 27 32 60 1,677,067	1.43	31.66
9	LITTON INDUSTRIES, INC INGALLS SHIPBUILDING, INC LITTON CANADA INC LITTON SYSTEMS INC PRC INC. TOTAL	118,796 912,465 1,669 283,372 286,357 1,602,659	1.37	33.04
10	TEXTRON INC BELL HELICOPTER SERVICES INC BELL HELICOPTER TEXTRON INC CESSNA AIRCRAFT COMPANY, THE H R TEXTRON INC TURBINE ENGINE COMPONENTS TEX TOTAL	242,795 391 1,171,465 21,236 8,901 277 1,445,066	1.23	34.28
11	SCIENCE APPLICATIONS INTERNATI AMSEC CORPORATION NETWORK SOLUTIONS INC (A DELA PATHOLOGY ASSOCIATES INTERNAT SAIC COMMERCIAL ENTERPRISES I SYNTONIC TECHNOLOGY, INC WRIGHT, R E ENVIRONMENTAL, IN TOTAL	1,056,070 34,291 333 34 2,278 39 1,514 1,094,560	0.93	35.21

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TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
18	FOUNDATION HEALTH SYSTEMS INC HEALTH NET INC	⁰ 655,884		
	TOTAL	655,884	0.56	39.77
19	AVONDALE INDUSTRIES INC	<u>622,329</u>		
	TOTAL	622,329	0.53	40.31
20	HUMANA INC HUMANA MILITARY HEALTHCARE SE	⁰ 621,449		
	TOTAL	621,449	0.53	40.84
21	UNITED DEFENSE, LP	<u>610,986</u>		
	TOTAL	610,986	0.52	41.36
22	TRACOR, INC GDE HOLDINGS COMPANY, INC TRACOR AEROSPACE ELECTRONIC S TRACOR AEROSPACE, INC TRACOR APPLIED SCIENCES, INC TRACOR FLIGHT SYSTEMS, INC TRACOR INFORMATION SYSTEMS C TRACOR SERVICES CORPORATION VITRO CORPORATION	32,546 68,039 993 76,572 37,919 3,085 78,348 66,368 <u>190,792</u>		
	TOTAL	554,663	0.47	41.84
23	ALLIEDSIGNAL INC ALLIED SIGNAL AEROSPACE GMBH ALLIEDSIGNAL AVIONICS, INC ALLIEDSIGNAL CANADA INC ALLIEDSIGNAL DEUTSCHLAND GMBH ALLIEDSIGNAL TECHNICAL SERVIC ALLIEDSIGNAL TECHNOLOGIES, IN GRIMES AEROSPACE COMPANY (INC LORI INC	344,476 6,396 6,815 3,530 373 168,761 72 9,819 <u>6,789</u>		
	TOTAL	547,030	0.46	42.31
24	EXXON CORPORATION ESSO AKTIENGESELLSCHAFT EXXON INTERNATIONAL SERVICES,	483,453 271 <u>54,896</u>		
	TOTAL	538,621	0.46	42.77

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TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
25	DYNACORP AEROTHERM CORPORATION DYN MARINE SERVICES, INC DYNACORP ENVIRONMENTAL ENERGY DYNACORP/DYNAIR CORPORATION ITS INTERNATIONAL SERVICE GMB	449,678 17,183 36,955 3,532 27,306 99		
	TOTAL	534,754	0.45	43.23
26	TEXAS INSTRUMENTS INCORPORATED SAVI TECHNOLOGY, INC	521,137 7,767		
	TOTAL	528,904	0.45	43.68
27	STANDARD MISSILE COMPANY, LLC	471,932		
	TOTAL	471,932	0.40	44.08
28	ROCKWELL INTERNATIONAL CORPORA ALLEN-BRADLEY COMPANY, INC RELIANCE ELECTRIC COMPANY (IN ROCKWELL COLLINS FRANCE ROCKWELL COLLINS, INC	339,016 529 763 87 113,369		
	TOTAL	453,764	0.38	44.47
29	BDM INTERNATIONAL INC BDM FEDERAL, INC BDM INTERNATIONAL INC VINNELL CORPORATION	3,193 315,081 26,871 35,379		
	TOTAL	380,523	0.32	44.80
30	ALLIANT TECHSYSTEMS INC ALLIANT DEFENSE ELECTRONICS S GLOBAL ENVIRONMENTAL SOLUTION	373,702 4,256 76		
	TOTAL	378,035	0.32	45.12
31	UNITED STATES DEPT ENERGY	375,543		
	TOTAL	375,543	0.32	45.44
32	MASSACHUSETTS INSTITUTE OF TEC	368,290		
	TOTAL	368,290	0.31	45.76

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Directorate for Information
Operations and Reports*

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
33	ELECTRONIC DATA SYSTEMS CORPOR	<u>358,777</u>		
	TOTAL	358,777	0.30	46.07
34	Longbow LLC	<u>338,015</u>		
	TOTAL	338,015	0.28	46.36
35	LOGICON INC	<u>336,602</u>		
	TOTAL	336,602	0.28	46.65
36	SVERDRUP CORPORATION, THE SVERDRUP CIVIL INC SVERDRUP FACILITIES INC SVERDRUP TECHNOLOGY, INC	<u>37,652</u> <u>4,732</u> <u>12,024</u> <u>273,814</u>		
	TOTAL	328,222	0.28	46.93
37	FMC CORPORATION CROSBY VALVE, INC F M C ARABIA LTD	<u>180,906</u> <u>18</u> <u>144,252</u>		
	TOTAL	325,176	0.27	47.21
38	RENCO GROUP, THE INC AM GENERAL CORPORATION	<u>313,805⁰</u>		
	TOTAL	313,805	0.26	47.47
39	MOTOROLA, INC MOTOROLA COMMUNICATIONS & ELE MOTOROLA GESELLSCHAFT MIT BES	<u>239,087</u> <u>69,317</u> <u>2,436</u>		
	TOTAL	310,840	0.26	47.74
40	MITRE CORPORATION, THE	<u>304,358</u>		
	TOTAL	304,358	0.26	48.00
41	AEROSPACE CORPORATION, THE	<u>297,682</u>		
	TOTAL	297,682	0.25	48.26

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Directorate for Information
Operations and Reports*

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	C O M P A N I E S	T H O U S A N D S O F D O L L A R S	P E R C E N T O F T O T A L	C U M U L A T I V E P E R C E N T O F T O T A L
42	OHM CORPORATION BENECO ENTERPRISES INC OHM REMEDIATION SERVICES CORP	34,399 58,120 <u>201,277</u>		
	TOTAL	293,795	0.25	48.51
43	SHELL OIL COMPANY	<u>293,291</u>		
	TOTAL	293,291	0.25	48.76
44	HALLIBURTON COMPANY (INC) HALLIBURTON DELAWARE, INC	⁰ <u>290,497</u>		
	TOTAL	290,497	0.24	49.01
45	FEDERAL EXPRESS CORPORATION	<u>289,324</u>		
	TOTAL	289,324	0.24	49.26
46	NASSCO HOLDINGS INC NATIONAL STEEL & SHIPBUILDING	⁴⁰¹ <u>287,382</u>		
	TOTAL	287,783	0.24	49.50
47	JOHNSON CONTROLS, INC JOHNSON CONTROLS WORLD SERVIC	^{10,259} <u>273,752</u>		
	TOTAL	284,011	0.24	49.75
48	CHEVRON CORPORATION CHEVRON U.S.A. INC	⁰ <u>278,096</u>		
	TOTAL	278,096	0.23	49.99
49	STEWART & STEVENSON SERVICES, STEWART & STEVENSON OPERATION STEWART & STEVENSON POWER, IN	267,554 ²⁸ <u>68</u>		
	TOTAL	267,650	0.22	50.21
50	BECHTEL GROUP, INC BECHTEL CORPORATION	⁰ <u>266,508</u>		
	TOTAL	266,508	0.22	50.44

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Directorate for Information
Operations and Reports*

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
51	ATLANTIC RICHFIELD COMPANY INC ARCO ALASKA INC	247,424 9,802		
	TOTAL	257,226	0.22	50.66
52	NICHOLS RESEARCH CORPORATION ADVANCED MARINE ENTERPRISES I	223,951 28,021		
	TOTAL	251,971	0.21	50.88
53	THE GENERAL ELECTRIC CO. PLC CANADIAN MARCONI COMPANY ELECTRICAL MANUFACTURING OF S G E C - MARCONI AEROSPACE LTD G E C MARCONI AVIONICS (HOLDI GEC INCORPORATED (DEL) GEC MARCONI MATERIALS CORPORA GEC-MARCONI SENSORS LTD THE ENGLISH ELECTRIC CO. LTD.	0 1,176 1,285 2,090 19,567 205,493 925 10,989 5,846		
	TOTAL	247,372	0.21	51.09
54	BOOZ ALLEN & HAMILTON INC	244,455		
	TOTAL	244,455	0.20	51.30
55	WORLD CORP, INC WORLD AIRWAYS, INC	0 238,079		
	TOTAL	238,079	0.20	51.51
56	PROCTER & GAMBLE COMPANY, THE PROCTER & GAMBLE DISTRIBUTING RICHARDSON-VICKS INC TAMBRANDS INC.	190,685 40,505 258 161		
	TOTAL	231,609	0.19	51.70
57	ROLLS-ROYCE PLC ALLISON ENGINE COMPANY, INC. ROLLS-ROYCE MILITARY AERO ENG ROLLS-ROYCE OVERSEAS HOLDINGS ROLLS-ROYCE POWER ENGINEERING	36,069 178,528 3,033 12,569 189		
	TOTAL	230,387	0.19	51.90

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Operations and Reports*

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
58	PHILIPP HOLZMANN AKTIENGESELLS DEUTSCHE ASPHALT GESELLSCHAFT HOLZMANN LOGISTICS SERVICES G HOLZMANN, PHILIPP USA, INC PHILIPP HOLZMANN BAUAKTIENGES	0 93 37,194 178,837 <u>12,712</u>		
	TOTAL	228,836	0.19	52.10
59	HIGHMARK, INC UNITED CONCORDIA COMPANIES, I	0 <u>227,662</u>		
	TOTAL	227,662	0.19	52.29
60	MCI COMMUNICATIONS CORPORATION MCI INTERNATIONAL INC MCI TELECOMMUNICATIONS CORPOR	31 34 <u>226,400</u>		
	TOTAL	226,464	0.19	52.49
61	MAERSK, INC MAERSK LINE LTD INC MAERSK PACIFIC LTD (INC)	0 222,860 <u>2,041</u>		
	TOTAL	224,901	0.19	52.68
62	TEXAS INSTRUMENTS/MARTIN MARIE	<u>219,616</u>		
	TOTAL	219,616	0.18	52.87
63	HARRIS CORPORATION EXECUTIVE CONFERENCE-CENTER I HARRIS TECHNICAL SERVICES COR LANIER HELLAS S A LANIER WORLDWIDE INC	212,251 32 322 99 <u>1,444</u>		
	TOTAL	214,149	0.18	53.05
64	TRIWEST HEALTHCARE ALLIANCE CO	<u>212,920</u>		
	TOTAL	212,920	0.18	53.23
65	UNISYS CORPORATION	<u>211,758</u>		
	TOTAL	211,758	0.18	53.41

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Directorate for Information
Operations and Reports*

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
66	OSHKOSH TRUCK CORPORATION PIERCE MANUFACTURING INC	203,565 <u>1,568</u>		
	TOTAL	205,133	0.17	53.59
67	AT&T CORP ALASCOM, INC AMERICAN TELEPHONE & TELG CO AT & T UNIT SYSTEMS LAB AT&T WIRELESS SERVICES INC	189,582 10,227 1,101 1,049 <u>1,829</u>		
	TOTAL	203,787	0.17	53.77
68	GOVERNMENT OF CANADA CANADIAN COMMERCIAL CORPORATI ST LAWRENCE SEAWAY AUTHORITY,	0 202,312 <u>28</u>		
	TOTAL	202,340	0.17	53.94
69	HENSEL PHELPS CONSTRUCTION CO	<u>193,245</u>		
	TOTAL	193,245	0.16	54.10
70	MANTECH INTERNATIONAL CORPORAT APPLIED MEASUREMENT SYSTEMS I MANTECH ADVANCED SYSTEMS INTE MANTECH COMPUTER SERVICES MANTECH COMPUTERS & TELECOMMU MANTECH SYSTEMS ENGINEERING C	52,034 8,253 106,536 517 42 <u>20,357</u>		
	TOTAL	187,739	0.16	54.27
71	FEDERAL PRISON INDUSTRIES, INC	<u>186,814</u>		
	TOTAL	186,814	0.16	54.43
72	HONEYWELL INC HONEYWELL CONSUMER PRODUCTS I HONEYWELL ELECTRONICS CORPORA	177,616 551 <u>3,336</u>		
	TOTAL	181,503	0.15	54.58
73	CLARK ENTERPRISES, INC CLARK CONSTRUCTION GROUP, THE	18,729 <u>160,354</u>		
	TOTAL	179,083	0.15	54.73

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Directorate for Information
Operations and Reports*

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
74	DRAPER, CHARLES STARK LABORATO	<u>178,817</u>		
	TOTAL	178,817	0.15	54.89
75	CHRYSLER CORPORATION	<u>173,136</u>		
	TOTAL	173,136	0.14	55.04
76	JOHNS HOPKINS UNIVERSITY INC	<u>171,461</u>		
	TOTAL	171,461	0.14	55.18
77	GOVERNMENT TECHNOLOGY SERVICES	<u>170,029</u>		
	TOTAL	170,029	0.14	55.33
78	BOEING SIKORSKY COMANCHE TEAM	<u>167,849</u>		
	TOTAL	167,849	0.14	55.47
79	INTERNATIONAL BUSINESS MACHINE	164,850		
	CATAPULT INC	104		
	IBM GLOBAL SERVICES, INC.	934		
	IBM WORLD TRADE CORPORATION	110		
	LOTUS DEVELOPMENT CORPORATION	124		
	TIVOLI SYSTEMS INC	1,334		
	TRANSARC CORPORATION	150		
	TOTAL	167,606	0.14	55.62
80	VANSTAR CORPORATION	0		
	SYSOREX INFORMATION SYSTEMS,	<u>164,335</u>		
	TOTAL	164,335	0.14	55.76
81	AMERICAN AUTOMAR, INC	0		
	CORMORANT SHIPHOLDING CORPORA	61,028		
	MERLIN SHIPHOLDING CORPORATIO	1,682		
	TARAGO SHIPHOLDING CORP	<u>100,259</u>		
	TOTAL	162,968	0.13	55.90
82	OLIN CORPORATION	<u>160,489</u>		
	TOTAL	160,489	0.13	56.03

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Directorate for Information
Operations and Reports*

TABLE 2 (CONCLUDED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	C O M P A N I E S	T H O U S A N D S O F D O L L A R S	P E R C E N T O F T O T A L	C U M U L A T I V E P E R C E N T O F T O T A L
83	THIOL CORPORATION HUCK INTERNATIONAL, INC.	154,982 378		
	TOTAL	155,361	0.13	56.17
84	SSANGYONG (U.S.A.), INC.	153,985		
	TOTAL	153,985	0.13	56.30
85	SOUTHWEST MARINE INC	152,131		
	TOTAL	152,131	0.13	56.43
86	KUWAIT PETROLEUM CORPORATION KUWAIT FOREIGN PETROLEUM EXPL	150,941 ⁰		
	TOTAL	150,941	0.12	56.56
87	SOLTEK OF SAN DIEGO	149,947		
	TOTAL	149,947	0.12	56.69
88	PHILIP MORRIS COMPANIES INC KRAFT FOODS, INC PHILIP MORRIS INCORPORATED	128,567 ⁰ 15,266		
	TOTAL	143,834	0.12	56.81
89	GENCORP INC. AEROJET-GENERAL CORPORATION	141,192 ⁶⁸		
	TOTAL	141,260	0.12	56.93
90	KAMAN CORPORATION KAMAN AEROSPACE CORPORATION KAMAN DIVERSIFIED TECHNOLOGIE	4,457- 40,475 105,119		
	TOTAL	141,137	0.12	57.05
91	ALLEGHENY TELEDYNE INCORPORATE TELEDYNE, INC	140,417 ⁰		
	TOTAL	140,417	0.12	57.17

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Directorate for Information
Operations and Reports*

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	C O M P A N I E S	T H O U S A N D S O F D O L L A R S	P E R C E N T O F T O T A L	C U M U L A T I V E P E R C E N T O F T O T A L
92	BTG, INC. BTG TECHNOLOGY SYSTEMS, INC CONCEPT AUTOMATION INC OF AME TOTAL	84,687 53,716 400 <hr/> 138,803	0.11	57.29
93	VSE CORPORATION CMSTAT CORPORATION HUMAN RESOURCE SYSTEMS INC TOTAL	131,304 126 1,628 <hr/> 133,059	0.11	57.41
94	GULFSTREAM AEROSPACE CORPORATI GULFSTREAM DELAWARE CORPORATI TOTAL	0 131,980 <hr/> 131,980	0.11	57.52
95	FEDERAL REPUBLIC OF GERMANY TOTAL	131,160 <hr/> 131,160	0.11	57.63
96	PRIMEX TECHNOLOGIES, INC PRIMEX AEROSPACE COMPANY (INC PRIMEX PHYSICS INTERNATIONAL TOTAL	89,870 23,783 16,510 <hr/> 130,163	0.11	57.74
97	INTERNATIONAL SHIPHOLDING CORP CENTRAL GULF LINES INC WATERMAN STEAMSHIP CORPORATIO TOTAL	0 13,739 115,373 <hr/> 129,112	0.11	57.85
98	BERGEN BRUNSWIG CORPORATION BERGEN BRUNSWIG DRUG COMPANY TOTAL	115,569 13,477 <hr/> 129,046	0.11	57.96

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Directorate for Information
Operations and Reports*

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1997

R A N K	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
99	BELL ATLANTIC CORPORATION BELL ATLANTIC INTERNATIONAL, BELL ATLANTIC INVESTMENTS INC BELL ATLANTIC NETWORK SERVICE BELL ATLANTIC NYNEX MOBILE IN BELL ATLANTIC-MARYLAND, INC BELL ATLANTIC-NEW JERSEY, INC BELL ATLANTIC-PENNSYLVANIA, I BELL ATLANTIC-VIRGINIA, INC BELL ATLANTIC-WASHINGTON, D.C NYNEX CORPORATION	6,122 483 1,235 100,814 1,318 1,661- 2,072 207 1,022 7,397 9,192		
	TOTAL	128,199	0.10	58.07
100	MCKESSON CORPORATION (DELAWARE GENERAL MEDICAL INC MCKESSON BIOSERVICES MCKESSON GENERAL MEDICAL CORP	121,604 178 3,066 37		
	TOTAL	124,885	0.10	58.18

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 Operations and Reports*

TABLE 3
100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS AND CATEGORY OF PROCUREMENT
Department of Defense
FISCAL YEAR 1997

<u>Rank</u>	<u>Contractor</u>	<u>RDT&E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	LOCKHEED MARTIN CORPORATION	4,091,711	4,681,023	2,864,792	11,637,526
2	BOEING COMPANY, THE INC	1,567,321	6,483,786	1,593,749	9,644,855
3	NORTHROP GRUMMAN CORPORATION	1,322,748	1,710,392	442,612	3,475,752
4	GENERAL DYNAMICS CORPORATION	589,483	1,988,427	434,108	3,012,018
5	RAYTHEON COMPANY INC	725,295	1,248,562	889,380	2,863,236
6	GENERAL MOTORS CORPORATION	524,817	1,605,341	699,785	2,829,943
7	UNITED TECHNOLOGIES CORPORATIO	430,380	1,282,850	97,067	1,810,297
8	GENERAL ELECTRIC COMPANY INC	365,286	802,383	509,399	1,677,067
9	LITTON INDUSTRIES, INC	68,289	1,227,048	307,322	1,602,659
10	TEXTRON INC	566,768	856,819	21,478	1,445,066
11	SCIENCE APPLICATIONS INTERNATI	363,514	54,481	676,565	1,094,560
12	GTE CORPORATION	65,276	468,612	356,011	889,899
13	ITT INDUSTRIES, INC	60,359	433,431	295,829	789,618
14	TRW INC	553,963	46,111	181,924	781,999
15	CBS CORPORATION	58,563	557,802	160,960	777,325
16	NEWPORT NEWS SHIPBUILDING INC	1,789	311,256	406,946	719,991
17	COMPUTER SCIENCES CORPORATION	207,237	45,868	451,223	704,328
18	FOUNDATION HEALTH SYSTEMS INC	2,387-	0	658,271	655,884
19	AVONDALE INDUSTRIES INC	0	619,645	2,684	622,329
20	HUMANA INC	0	0	621,449	621,449
21	UNITED DEFENSE, LP	124,612	442,732	43,642	610,986
22	TRACOR, INC	121,797	90,849	342,016	554,663
23	ALLIEDSIGNAL INC	46,016	327,715	173,299	547,030
24	EXXON CORPORATION	0	538,621	0	538,621
25	DYNCORP	18,623	9,312	506,818	534,754
26	TEXAS INSTRUMENTS INCORPORATED	232,978	173,400	122,526	528,904
27	STANDARD MISSILE COMPANY, LLC	0	471,932	0	471,932
28	ROCKWELL INTERNATIONAL CORPORA	97,572	194,877	161,315	453,764
29	BDM INTERNATIONAL INC	64,577	6,487	309,458	380,523
30	ALLIANT TECHSYSTEMS INC	72,415	308,526	2,907-	378,035
31	UNITED STATES DEPT ENERGY	3,902	361,239	10,403	375,543
32	MASSACHUSETTS INSTITUTE OF TEC	365,981	0	2,309	368,290
33	ELECTRONIC DATA SYSTEMS CORPOR	358	110,681	247,738	358,777
34	LONGBOW LLC	2,396	314,945	20,673	338,015
35	LOGICON INC	54,890	48,358	233,354	336,602
36	SVERDRUP CORPORATION, THE	129,940	0	198,282	328,222
37	FMC CORPORATION	180,201	30,083	114,892	325,176
38	RENCO GROUP, THE INC	7,644	299,210	6,951	313,805
39	MOTOROLA, INC	36,014	236,618	38,207	310,840
40	MITRE CORPORATION, THE	295,047	0	9,311	304,358
41	AEROSPACE CORPORATION, THE	297,682	0	0	297,682
42	OHM CORPORATION	0	0	293,795	293,795
43	SHELL OIL COMPANY	0	293,291	0	293,291
44	HALLIBURTON COMPANY (INC)	714	0	289,783	290,497
45	FEDERAL EXPRESS CORPORATION	0	33	289,292	289,324
46	NASSCO HOLDINGS INC	563	264,257	22,963	287,783
47	JOHNSON CONTROLS, INC	0	171	283,841	284,011
48	CHEVRON CORPORATION	0	278,060	36	278,096
49	STEWART & STEVENSON SERVICES,	620	267,003	27	267,650
50	BECHTEL GROUP, INC	5,232	0	261,276	266,508

Note: Amounts in thousands of dollars.

TABLE 3 (Concluded)
100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS AND CATEGORY OF PROCUREMENT
Department of Defense
FISCAL YEAR 1997

Rank	Contractor	RDT&E	Other Services	Supplies	Total
51	ATLANTIC RICHFIELD COMPANY INC	0	257,226	0	257,226
52	NICHOLS RESEARCH CORPORATION	147,955	38,063	65,953	251,971
53	THE GENERAL ELECTRIC CO. PLC	114,698	132,300	374	247,372
54	BOOZ ALLEN & HAMILTON INC	31,294	6,291	206,870	244,455
55	WORLDCORP, INC	0	0	238,079	238,079
56	PROCTER & GAMBLE COMPANY, THE	0	231,609	0	231,609
57	ROLLS-ROYCE PLC	19,814	163,327	47,246	230,387
58	PHILIPP HOLZMANN AKTIENGESELLS	0	7,141	221,695	228,836
59	HIGHMARK, INC	0	0	227,662	227,662
60	MCI COMMUNICATIONS CORPORATION	0	65	226,399	226,464
61	MAERSK, INC	0	0	224,901	224,901
62	TEXAS INSTRUMENTS/MARTIN MARIE	19,109	200,508	0	219,616
63	HARRIS CORPORATION	29,490	164,080	20,580	214,149
64	TRIWEST HEALTHCARE ALLIANCE CO	0	0	212,920	212,920
65	UNISYS CORPORATION	3,364	23,611	184,784	211,758
66	OSHKOSH TRUCK CORPORATION	8,274	195,969	890	205,133
67	AT&T CORP	6,792	3,901	193,094	203,787
68	GOVERNMENT OF CANADA	8,315	181,959	12,066	202,340
69	HENSEL PHELPS CONSTRUCTION CO	0	0	193,245	193,245
70	MANTECH INTERNATIONAL CORPORAT	11,678	9,218	166,843	187,739
71	FEDERAL PRISON INDUSTRIES, INC	0	182,984	3,830	186,814
72	HONEYWELL INC	44,904	108,929	27,670	181,503
73	CLARK ENTERPRISES, INC	0	0	179,083	179,083
74	DRAPER, CHARLES STARK LABORATO	161,013	8,971	8,833	178,817
75	CHRYSLER CORPORATION	40,196	1,434	131,506	173,136
76	JOHNS HOPKINS UNIVERSITY INC	169,426	0	2,034	171,461
77	GOVERNMENT TECHNOLOGY SERVICES	110	162,668	7,252	170,029
78	BOEING SIKORSKY COMANCHE TEAM	167,849	0	0	167,849
79	INTERNATIONAL BUSINESS MACHINE	9,846	57,538	100,222	167,606
80	VANSTAR CORPORATION	0	72,357	91,978	164,335
81	AMERICAN AUTOMAR, INC	0	0	162,968	162,968
82	OLIN CORPORATION	4,518	28,078	127,893	160,489
83	THIOLKOL CORPORATION	90,178	39,025	26,158	155,361
84	SSANGYONG (U.S.A.), INC.	0	153,985	0	153,985
85	SOUTHWEST MARINE INC	0	5,394	146,737	152,131
86	KUWAIT PETROLEUM CORPORATION	0	150,941	0	150,941
87	SOLTEK OF SAN DIEGO	0	0	149,947	149,947
88	PHILIP MORRIS COMPANIES INC	0	143,834	0	143,834
89	GENCORP INC.	126,980	216	14,064	141,260
90	KAMAN CORPORATION	46,031	17,544	77,563	141,137
91	ALLEGHENY TELEDYNE INCORPORATE	64,022	43,563	32,831	140,417
92	BTG, INC.	24,579	88,058	26,166	138,803
93	VSE CORPORATION	5,167	12,379	115,513	133,059
94	GULFSTREAM AEROSPACE CORPORATI	0	119,837	12,144	131,980
95	FEDERAL REPUBLIC OF GERMANY	0	0	131,160	131,160
96	PRIMEX TECHNOLOGIES, INC	50,479	75,114	4,570	130,163
97	INTERNATIONAL SHIPHOLDING CORP	0	0	129,112	129,112
98	BERGEN BRUNSWIG CORPORATION	0	129,046	0	129,046
99	BELL ATLANTIC CORPORATION	2,483	104,170	21,546	128,199
100	MCKESSON CORPORATION (DELAWARE	2,566	121,819	500	124,885

Note: Amounts in thousands of dollars.

TABLE 4
50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT
Department of the Army
FISCAL YEAR 1997

<u>Rank</u>	<u>Contractor</u>	<u>RDT&E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	LOCKHEED MARTIN CORPORATION	665,656	123,068	681,127	1,469,851
2	RAYTHEON COMPANY INC	399,632	424,892	579,476	1,404,000
3	GENERAL DYNAMICS CORPORATION	78,123	147,770	597,491	823,385
4	GENERAL MOTORS CORPORATION	204,341	23,769	556,401	784,512
5	ITT INDUSTRIES, INC	43,260	140,434	390,154	573,848
6	GTE CORPORATION	26,042	108,524	418,659	553,225
7	BOEING COMPANY, THE INC	225,941	125,114	181,172	532,227
8	SCIENCE APPLICATIONS INTERNATI	113,383	335,501	38,318	487,202
9	UNITED DEFENSE, LP	124,453	7,304	354,330	486,087
10	Longbow LLC	2,396	20,673	314,945	338,015
11	UNITED TECHNOLOGIES CORPORATIO	1,946	1,968	330,953	334,867
12	RENCO GROUP, THE INC	7,644	6,951	285,137	299,732
13	NORTHROP GRUMMAN CORPORATION	123,935	103,268	68,811	296,014
14	ALLIANT TECHSYSTEMS INC	39,138	37,397-	284,628	286,369
15	STEWART & STEVENSON SERVICES,	620	0	266,401	267,021
16	FMC CORPORATION	180,201	29,523	29,572	239,295
17	TRW INC	188,521	11,154	20,873	220,548
18	T I/MARTIN JAVELIN JOINT VENTU	19,109	0	200,508	219,616
19	HALLIBURTON COMPANY (INC)	0	213,093	0	213,093
20	DYNACORP	13,726	194,869	0	208,594
21	COMPUTER SCIENCES CORPORATION	49,011	140,396	16,479	205,886
22	OSHKOSH TRUCK CORPORATION	8,274	890	187,834	196,998
23	HENSEL PHELPS CONSTRUCTION CO	0	194,185	0	194,185
24	MITRE CORPORATION, THE	168,227	9,284	0	177,511
25	BOEING SIKORSKY COMANCHE TEAM	167,849	0	0	167,849
26	TEXTRON INC	31,780	929-	134,687	165,538
27	NICHOLS RESEARCH CORPORATION	100,651	34,797	8,205	143,654
28	LITTON INDUSTRIES, INC	30,940	46,397	62,312	139,649
29	ELECTRONIC DATA SYSTEMS CORPOR	0	95,426	44,087	139,513
30	BECHTEL GROUP, INC	0	134,992	0	134,992
31	OLIN CORPORATION	4,518	127,893	231-	132,180
32	FEDERAL REPUBLIC OF GERMANY	0	131,160	0	131,160
33	BELL ATLANTIC CORPORATION	0	18,229	101,364	119,593
34	TEXAS INSTRUMENTS INCORPORATED	57,365	1,497	59,276	118,139
35	GENERAL ELECTRIC COMPANY INC	1,787	9,584	101,813	113,185
36	MANTECH INTERNATIONAL CORPORAT	1,529	109,651	517	111,698
37	GENCORP INC.	95,555	15,163	107	110,824
38	UNC INCORPORATED	0	106,469	1,167	107,636
39	GOVERNMENT TECHNOLOGY SERVICES	0	5,956	100,252	106,207
40	MOTOROLA, INC	11,092	24,683	68,360	104,135
41	GOVERNMENT OF CANADA	1,563	421	98,515	100,500
42	LANE INDUSTRIES INCORPORATED	0	99,340	0	99,340
43	ALLIEDSIGNAL INC	11,907	6,686	79,938	98,530
44	ALLEGHENY TELEDYNE INCORPORATE	63,398	31,362	2,767	97,527
45	THIokol CORPORATION	83,550	419	9,239	93,208
46	HARBERT, BILL INTERNATIONAL CO	0	91,149	0	91,149
47	TELOS CORPORATION (MARYLAND)	0	71,070	19,329	90,399
48	BOOZ ALLEN & HAMILTON INC	14,581	71,903	3,506	89,989
49	PRIMEX TECHNOLOGIES, INC	38,188	4,570	46,108	88,867
50	BDM INTERNATIONAL INC	4,611	77,481	5,969	88,061

Note: Amounts in thousands of dollars.

TABLE 4 (Continued)
50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT
Department of the Navy
FISCAL YEAR 1997

<u>Rank</u>	<u>Contractor</u>	<u>RDT&E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	LOCKHEED MARTIN CORPORATION	544,062	1,127,901	1,928,837	3,600,801
2	BOEING COMPANY, THE INC	338,657	465,486	2,210,165	3,014,307
3	GENERAL DYNAMICS CORPORATION	511,331	286,702	1,385,076	2,183,108
4	LITTON INDUSTRIES, INC	16,983	173,736	1,034,267	1,224,986
5	GENERAL MOTORS CORPORATION	187,696	458,049	475,552	1,121,297
6	TEXTRON INC	532,528	15,760	543,036	1,091,324
7	NORTHROP GRUMMAN CORPORATION	175,064	202,864	416,484	794,413
8	GENERAL ELECTRIC COMPANY INC	121,829	205,295	415,164	742,288
9	NEWPORT NEWS SHIPBUILDING INC	1,789	406,946	311,256	719,991
10	RAYTHEON COMPANY INC	129,816	199,699	301,133	630,649
11	AVONDALE INDUSTRIES INC	0	2,628	619,645	622,272
12	CBS CORPORATION	5,760	128,993	471,977	606,730
13	STANDARD MISSILE COMPANY, LLC	0	0	471,932	471,932
14	GOVERNMENT OF THE UNITED STATE	7,196	1,697	361,309	370,202
15	UNITED TECHNOLOGIES CORPORATIO	84,922	53,789	215,842	354,553
16	TEXAS INSTRUMENTS INCORPORATED	132,649	116,282	97,941	346,872
17	TRACOR, INC	28,029	241,029	19,462	288,520
18	NASSCO HOLDINGS INC	563	22,963	264,257	287,783
19	MAERSK, INC	0	222,860	0	222,860
20	ALLIEDSIGNAL INC	28,100	94,082	67,699	189,882
21	SCIENCE APPLICATIONS INTERNATI	78,054	95,254	14,264	187,572
22	AMERICAN AUTOMAR, INC	0	162,968	0	162,968
23	SOUTHWEST MARINE INC	0	146,698	5,394	152,092
24	PHILIPP HOLZMANN AKTIENGESELLS	0	151,651	0	151,651
25	SOLTEK OF SAN DIEGO	0	149,906	0	149,906
26	DRAPER, CHARLES STARK LABORATO	144,013	3,816	1,720	149,550
27	DYNACORP	1,692	135,107	7,879	144,678
28	OHM CORPORATION	0	135,459	0	135,459
29	THE GENERAL ELECTRIC CO. PLC	63,624	1,170	70,142	134,936
30	CLARK ENTERPRISES, INC	0	131,348	0	131,348
31	INTERNATIONAL SHIPHOLDING CORP	0	129,112	0	129,112
32	JOHNS HOPKINS UNIVERSITY INC	127,592	0	0	127,592
33	UNITED DEFENSE, LP	159	36,338	87,778	124,275
34	COMPUTER SCIENCES CORPORATION	40,193	71,221	2,570	113,984
35	MIDSCO, INC	0	0	112,412	112,412
36	LOGICON INC	11,527	80,999	18,338	110,865
37	VSE CORPORATION	1,165	108,221	126	109,511
38	ANALYSIS & TECHNOLOGY, INC.	55,270	44,190	9,736	109,196
39	ROCKWELL INTERNATIONAL CORPORA	7,016	904	100,240	108,160
40	OCEAN MARINE NAVIGATION COMPAN	0	99,975	0	99,975
41	JOHNSON CONTROLS, INC	0	97,246	0	97,246
42	SYSOREX INTERNATIONAL INC	0	91,135	1,960	93,095
43	SVERDRUP CORPORATION, THE	0	91,504	0	91,504
44	ROLLS-ROYCE PLC	3,526	42,126	44,531	90,183
45	HIGH TECHNOLOGY SOLUTIONS, INC	0	88,777	465	89,242
46	ALLIANT TECHSYSTEMS INC	33,174	32,507	19,300	84,982
47	RESOLVE TOWING AND SALVAGE INC	0	81,023	0	81,023
48	ELECTRONIC DATA SYSTEMS CORPORA	358	56,716	21,791	78,865
49	BOOZ ALLEN & HAMILTON INC	3,404	73,773	0	77,177
50	NORFOLK SHIPBUILDING & DRYDOCK	0	75,056	0	75,056

Note: Amounts in thousands of dollars.

TABLE 4 (Continued)
50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT
Department of the Air Force
FISCAL YEAR 1997

<u>Rank</u>	<u>Contractor</u>	<u>RDT&E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	LOCKHEED MARTIN CORPORATION	2,816,021	1,537,921	2,038,845	6,392,787
2	BOEING COMPANY, THE INC	990,242	967,902	4,045,549	6,003,693
3	NORTHROP GRUMMAN CORPORATION	997,845	136,624	1,216,570	2,351,039
4	UNITED TECHNOLOGIES CORPORATION	343,512	41,548	700,015	1,085,075
5	GENERAL MOTORS CORPORATION	133,237	167,860	547,002	848,098
6	RAYTHEON COMPANY INC	161,528	205,125	360,982	727,634
7	GENERAL ELECTRIC COMPANY INC	241,670	14,509	185,325	441,504
8	MASSACHUSETTS INSTITUTE OF TEC	361,330	868	0	362,198
9	TRW INC	220,454	116,724	23,659	360,837
10	AEROSPACE CORPORATION, THE	297,682	0	0	297,682
11	SCIENCE APPLICATIONS INTERNATI	89,488	197,814	1,125	288,427
12	FEDERAL EXPRESS CORPORATION	0	269,165	0	269,165
13	ROCKWELL INTERNATIONAL CORPORA	78,806	135,996	43,014	257,816
14	COMPUTER SCIENCES CORPORATION	114,075	101,152	26,660	241,887
15	WORLDCORP, INC	0	238,079	0	238,079
16	GTE CORPORATION	25,972	154,223	41,893	222,088
17	LITTON INDUSTRIES, INC	14,980	116,627	85,824	217,431
18	SVERDRUP CORPORATION, THE	129,940	70,854	0	200,794
19	BDM INTERNATIONAL INC	11,042	182,259	313	193,614
20	TRACOR, INC	65,393	81,776	33,090	180,259
21	DYNACORP	1,923	176,431	1,434	179,787
22	ITT INDUSTRIES, INC	5,771	139,687	28,276	173,734
23	TEXTRON INC	2,461	6,601	164,665	173,727
24	ALLIEDSIGNAL INC	3,051	72,112	94,526	169,690
25	CBS CORPORATION	43,088	21,245	80,754	145,088
26	LOGICON INC	43,565	73,143	11,420	128,128
27	GULFSTREAM AEROSPACE CORPORATI	0	8,224	119,837	128,061
28	UNC INCORPORATED	0	114,805	12,928	127,733
29	MITRE CORPORATION, THE	123,679	0	0	123,679
30	CFM INTERNATIONAL INC	0	0	123,618	123,618
31	INTERNATIONAL BUSINESS MACHINE	150	84,173	33,257	117,580
32	CHRYSLER CORPORATION	0	110,035	1,034	111,069
33	JOHNSON CONTROLS, INC	0	101,123	82	101,205
34	COMPUTER SCIENCE RAYTHEON	0	99,156	0	99,156
35	TOWER AIR INC	0	97,044	0	97,044
36	OHM CORPORATION	0	85,804	0	85,804
37	MOTOROLA, INC	19,703	502	65,481	85,686
38	HONEYWELL INC	11,267	9,806	59,088	80,160
39	JACOBS ENGINEERING GROUP INC	0	77,980	0	77,980
40	THE GENERAL ELECTRIC CO. PLC	50,040	1,954	25,711	77,705
41	KIT PAR COMERCIO DE PARAFUSOS	0	77,080	0	77,080
42	PRECISION STANDARD, INC	64	74,908	1,395	76,367
43	HARRIS CORPORATION	5,028	11,733	54,855	71,616
44	ROLLS-ROYCE PLC	16,953	5,001	47,461	69,415
45	TOKYO ELECTRIC POWER COMPANY I	0	67,812	0	67,812
46	ELECTRONIC DATA SYSTEMS CORPOR	0	25,945	40,271	66,216
47	NICHOLS RESEARCH CORPORATION	25,635	4,750	29,659	60,044
48	BERKSHIRE HATHAWAY, INC	0	19,025	40,480	59,505
49	KAMAN CORPORATION	6,725	51,245	1,033	59,004
50	TEXAS INSTRUMENTS INCORPORATED	41,164	3,997	13,309	58,471

Note: Amounts in thousands of dollars.

TABLE 4 (Concluded)
50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT
AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT
Defense Logistics Agency
FISCAL YEAR 1997

Rank	Contractor	RDT&E	Other Services	Supplies	Total
1	EXXON CORPORATION	0	0	538,621	538,621
2	SHELL OIL COMPANY	0	0	293,291	293,291
3	CHEVRON CORPORATION	0	36	278,060	278,096
4	ATLANTIC RICHFIELD COMPANY INC	0	0	247,424	247,424
5	SSANGYONG (U.S.A.), INC.	0	0	153,985	153,985
6	KUWAIT PETROLEUM CORPORATION	0	0	150,733	150,733
7	BERGEN BRUNSWIG CORPORATION	0	0	115,569	115,569
8	COASTAL CORPORATION, THE	0	4-	111,368	111,365
9	MOTOR OIL (HELLAS) CORINTH R	0	2,646	107,876	110,522
10	THE BRITISH PETROLEUM CO. PLC	0	0	102,022	102,022
11	PRIDE COMPANIES L P	0	0	95,444	95,444
12	MCKESSON CORPORATION (DELAWARE	0	0	92,611	92,611
13	WORLD FUEL SERVICES CORP	0	0	91,783	91,783
14	MOBIL CORPORATION	0	18,518	71,717	90,235
15	COMPANIA ESPANOLA DE PETROLEOS	0	0	88,387	88,387
16	FEDERAL PRISON INDUSTRIES, INC	0	0	83,285	83,285
17	BINDLEY WESTERN INDUSTRIES INC	0	0	82,271	82,271
18	SUN COMPANY, INC	0	0	79,469	79,469
19	GENERAL ELECTRIC COMPANY INC	0	225	79,029	79,255
20	HOLLY CORPORATION	0	0	76,774	76,774
21	IDEMITSU KOSAN CO. LTD.	0	0	76,266	76,266
22	REFINERY ASSOCIATES OF TEXAS,	0	0	74,960	74,960
23	AMOCO CORPORATION	0	0	73,222	73,222
24	ALLIEDSIGNAL INC	0	0	66,470	66,470
25	TENNIER INDUSTRIES INC	0	0	66,142	66,142
26	PETROFINA SA	0	0	60,898	60,898
27	DU PONT, E. I. DE NEMOURS AND	0	0	59,781	59,781
28	KOCH PETROLEUM CORPORATION	0	0	59,466	59,466
29	TENNESSEE APPAREL CORP	0	0	56,471	56,471
30	SUNKYOUNG LTD	0	0	56,251	56,251
31	AMERICAN APPAREL, INC	0	0	49,474	49,474
32	BOEING COMPANY, THE INC	0	2,217	46,110	48,327
33	PETROLEUM TRADERS CORPORATION	0	0	47,500	47,500
34	PLACID REFINING COMPANY INC	0	0	45,728	45,728
35	TENNESSEE WHOLESALE DRUG COMPA	0	0	43,291	43,291
36	THE BROKEN HILL PROPRIETARY CO	0	0	43,121	43,121
37	SARA LEE CORPORATION	0	0	41,871	41,871
38	ABU DHABI NATIONAL OIL CO	0	0	37,951	37,951
39	COSMO OIL CO. LTD.	0	761	36,987	37,748
40	GARY-WILLIAMS COMPANY, THE	0	0	37,048	37,048
41	CALTEX BAHRAIN	0	35,963	0	35,963
42	UNITED TECHNOLOGIES CORPORATIO	0	0	35,855	35,855
43	PARAMOUNT PETROLEUM CORPORATIO	0	0	35,543	35,543
44	PETRO STAR VALDEZ REFINERY JOI	0	0	32,549	32,549
45	LITTON INDUSTRIES, INC	0	356	32,112	32,468
46	BTG, INC.	0	350	31,218	31,568
47	INDUSTRIJA NASTE	0	0	31,410	31,410
48	PROPPER INTERNATIONAL INC	0	0	30,316	30,316
49	WOLVERINE WORLD WIDE INC	0	0	30,129	30,129
50	CROWN CENTRAL PETROLEUM CORPOR	0	0	29,625	29,625

Note: Amounts in thousands of dollars.